

Message Text

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E.O. 11652 GDS
TAGS: MASS JO US SA
SUBJECT: HAWKS FOR JORDAN -- NEXT STEPS

REF A. MAP AMMAN 2845 DTG 101330Z NOV 75
B. MAP AMMAN 2862 DTG 111348Z NOV 75

1. UNTIL THIS WEEK JORDANIANS HAVE BEEN MOVING RATHER SLOWLY TOWARD SIGNING OF BASIC HAWK LOA FOR \$256 MILLION. HOWEVER KNOWLEDGE THAT SOON KING HAVE TO APPROACH SAUDIS PERSONALLY AND DIRECTLY AND FACT THAT FAILURE TO SIGN LOA IS HOLDING UP TRAINING HAS GALVANIZED SITUATIONS SOMEWHAT.

2. AS WILL BE SEEN FROM REFTELS AND GIVEN OUR CONTINUING PREFERENCE FOR HANDLING DAY TO DAY BUSINESS IN MILITARY TO MILITARY CHANNELS, WE HAVE BEEN ABLE TO BRING JORDANIANS TO A POINT WHERE THEY ARE NOW READY TO PUT FINAL TOUCHES ON BASIC HAWK LOA. THEY WOULD LIKE TO DO THIS NEXT WEEK AND HAVE IT READY AS SOON AS POSSIBLE FOR KING TO TALK TO SAUDIS. ONLY POSSIBLE PROBLEM WOULD SEEM TO BE WHERE JORDANIANS WILL WISH TO DELETE SOME EQUIPMENT ON PRESENT LOA AND ADD SOME MORE EXPENSIVE ITEMS. THESE ITEMS ARE CONSISTENT WITH BASIC GUIDELINES INsofar AS WE HAVE BEEN ABLE T INTERPRET THEM HERE. WE UNDERSTAND THERE IS DOD RULE

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WHICH ALLOWS 10 PERCENT LEEWAY FOR NEGOTIATED CHANGES IN

ANY LOA. IF BASIC CHANGES CANNOT BE COMPREHENDED WITHIN THIS RULE, WE RECOMMEND CONSIDERATION BY DID OF SOME ADDITIONAL LEEWAY IN ITS RULE OR ALTERNATIVELY THE PREPARATION OF A SMALLER LOA (UNDER THE 25 MILLION NELSON AMENDMENT CEILING) TO AVOID HAVING TO TAKE THIS BACK TO THE CONGRESS. SINCE WE ARE GOING AHEAD CONSISTENT WITH CONGRESSIONAL STRUCTURES THIS WOULD SEEM TO BE FAIR TO BOTH THE JORDANIANS AND THE HILL.

3. A SECOND QUESTION IS THE GOJ'S INTEREST IN LOCKING SAUDIS IN AS EARLY AND AS FIRMLY AS POSSIBLE TO PAYING FOR FOR THE AIR DEFENSE SYSTEMM WHICH THEY HAVE PROMISED TO COVER. JORDANIANS THEMSELVES ARE STILL A LITTLE BIT AGOG AT THE \$600 MILLION PRICE TAG. ADDITIONALLY THEY WOULD LIKE TO PRESENT SAUDIS WITH LETTERS OF OFFER FOR THE WHOLE PROGRAM BUT UNDERSTAND THE PROBLEMS INVOLVED IN DOING SO. YESTERDAY THEY HAD HOPED TO COMPLETE WORK IN WASHINGTON A SECOND MAJOR LETTER OF OFFER FOR SERVICES, TRAINING ETC TO COMPLEMENT THE EQUIPMENT LETTER OF OFFER. THIS MORNING MY DEFENSE ATTACHE WAS ABLE TO TALK CHIEF OF STAFF OUT OF THIS APPROACH EMPHASIZING THAT IT WOULD BE A COMPLEX TASK AND WOULD TAKE SEVERAL MONTHS AT MINIMUM TO COMPLETE AND GET THROUGH CONGRESS. WE BELIEVE JORDANIANS WILL WANT US TO PRESS AHEAD WITH SECOND MAJOR LETTER OR LETTERS OF OFFER FOR THESE OTHER SERVICES, PERHAPS CONTAINING A NOT TO BE EXCEEDED FIGURE WHICH IN ITSELF WILL BE SUBJECT TO THE NEGOTIATION OF SUBSEQUENT CONTRACTS. THEY WILL THEN WANT TO HAVE SAUDIS COUNTER SIGN THIS AS RAPIDLY AS POSSIBLE. BUT THEY HAVE AGREED THAT ONCE SAUDIS UNDERTAKE COMMITMENT ON INITIAL EQUIPMENT LOA THEY SHOULD COVER ANY FINANCIAL LIABILITY THE JORDANIANS WOULD INCUR SHOULD SAUDIS AT SOME LATER POINT BACK OUT OF PAYING FOR THE FULL DEAL.

4. AS YOU WILL SEE FROM REFTTEL B WE WERE ALSO SUCCESSFUL IN PERSUADING JORDANIANS THAT CERTAIN EXTRA MISSILES AND OTHER SELECTIVE ITEMS OR EQUIPMENT SHOULD NOT BE SOUGHT IN NEGOTIATIONS ON PRESENT LOA.

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